

To: Watson, Charles, Waddell, William T., Surman, William E., Snow, Robert, Pandy, Chris, Overfelt, Gary W.,  
Orourke, Rory, Miyares, E H., MacWilliams, Lori, Kennedy, Mike, Hirsch, Mark, Harbaugh, Larry W.,  
Hansen, Glenn J., Goodman, Mark J., Gillespie, Tim E., Dobrowolski, R E., Crouch, Jude, Bagby, Thomas,  
Arnold, Linda J.  
DDA:XNAME=WILLIAD2; S=Williams; G=Duane; O=xnet1; P=wsx400; A=rjr; C=us  
From: S=O'Connor; G=Lori; I=M.; O=msmail; P=rjrt; A=rjrx400; C=us  
Posted: 5/7/98 17:15  
Opened: 5/8/98 9:41  
Subject: Salem Sniped displays IMPORTANT

Ladies and Gentlemen,

There is a problem with the Salem sniped displays item # 541964. We are out of stock and do not expect to receive them until late next week. This will be too late for the wholesalers to ship to retail with the May promotion which is DTS next week the 11th. Those wholesalers without displays on hand will have to ship the product without a display, unless they are planning to ship the Salem sniped product later in the month.

We are going to cancel all of the orders for May, including back orders, for the Salem displays from here in Winston. Please communicate to me as soon as possible if you do not want an order canceled. Please email me your region number and the order number you do not want canceled. We only have until next week to cancel these orders or they will ship, once the displays arrive at GATX.

Please inform all sales management so they can develop contingency plans to ensure this product is displayed in the retail stores, utilizing existing on hand displays, as well as inform our wholesale customers.

I apologize for the confusion this has caused you and everyone involved.

Lori

CC: S=Lait; G=Steve; I=A.; O=msmail; P=rjrt; A=rjrx400; C=us  
S=Grout; G=Ronald; I=B.; O=msmail; P=rjrt; A=rjrx400; C=us  
S=Haynes; G=Linda; I=B.; O=msmail; P=rjrt; A=rjrx400; C=us

*Lori -*

*Mc Lane -  
Sam's Club  
#8119-2356*

51852 8392

SALEM \$.30 TEAR TAPE

SAM'S JUNE 1998 SALEM \$.30 OFF 1 PACK					McLANE UIN						
RETURN AND TRANSFER QTY TO 6910 ON OR BEFORE 4/13/98											
PROMOTION # 800438TT					SAM'S ITEM # 948067 TT						
DISPLAY #545984							CASES				
RJR REG	#	City	DISPLAY QTY ORDERED	RJR PO# FOR DISPLAYS	McLANE PO# DISPLAYS	McLANE DISPLAY DELIVERY DATE	McLANE PRODUCT PO #	SALEM KG	SALEM 100	SALEM LT KG	SALEM LT 100
1622	73700	375878 / 607865	NORTHEAST	257	8119-2356	ER3301-01	5/13/98				
2927	78030	564919	MID ATLANTIC	96	8119-2365	MR1443-01	5/13/98				
2228	69720	376430	SOUTHEAST	390	8119-2369	BR1443-01	5/13/98	13	13	13	13
2332	44826	380734	SUNEAST	840	8119-2372	DR4278-01	5/13/98	28	28	28	28
1834	69798	665276	CUMBERLAND								
2629	49073	380754/ 328275	SOUTHERN								
6224	71293	576053	MIDWEST	2	8119-2375	RR-2156-01	5/13/98				
5831	73751	380058	SOUTHWEST	299	8119-2382	AR2843-01	5/13/98				
5836	58537	558715	HIGH PLAINS								
6632	44214	377153	WESTERN								
58	46758	376062	SUNWEST								
5428	59125	565292	SO. CAL								
5128	73093	374931	PACIFIC								
5630	44421	380506	NORTHWEST								
2946	60970	734386	CAROLINA	99	8119-2384	CR1890-01	5/13/98				
				1983				41	41	41	41
									13	13	

MS404UO

SALES MATERIALS SYSTEM

05/08/98 09:58

(ORDERS) ORDER INQUIRY FOR: 8119-2356 NO COMMENTS FN

STATUS: ENTERED

ENTRY DATE/TIME: 98/04/29 15:51

ORDER FROM: 6910XX

SHIP TO: 1622XX / 375878 (716) 634-9232

) GATX LOGISTICS

MC LANE-NORTHEAST

916 BALTIMORE RD

2828 MCLANE RD

ATT: PAUL COX

ADVANCE NC 270067819

BALDWINVILLE NY 13027

ORDER TOTAL	TOTAL QTY	AVAILABLE QTY	BO QTY	SHIPPED QTY
CASES....:	257		257	
WEIGHT...:	291.6950		291.6950	
SIZE.....:	129.0140		129.0140	
EST COST:	624.73	10.50	614.23	

  

ITEM	QTY	BO	BO	DESCRIPTION	DATE	STATUS
541964	257			SALEM '98 SNIPED 40PK DISPLAY/SHPPR	980429	ENTERED

(ITEMS 1 - 1 OF 1 SHOWN)

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---  
Help SpHdl Retrnl Item- Item+ Comm <--- ---> Print

51852 8394

\$\$\$REPSTA

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 \* \*\*\* ON-LINE VIEWING OF REPORTS NOW AVAILABLE \*\*\* \*  
 \* REPORTS CAN NOW BE VIEWED ON-LINE VIA CONTROL-D - AN \*  
 \* EASY-TO-USE REPORT VIEWING SYSTEM. \*  
 \* \*\*\* \*  
 \* PLEASE CONTACT YOUR SYSTEMS SUPPORT PERSON FOR FREE \*  
 \* TRAINING. \*  
 \*\*\*\*\*

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NNNN	NN	AA	TTT	AA	AA LL	EE	FF	RR	RR AA	YY	YY
NN NN	NN	AA	TTT	AA	AA LL	EEEEEEEE	FFFFFFF	RRRRRR	AA	YY	YY
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FRAY NATALE  
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 FRAY NATALE

R E P O R T :

DLY-ORD GEN SHIP  
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 \* PAGES : 3 JOBNAME : GSMS101P \*  
 \* LINES : 123 JOB ID : 18484 \*  
 \* USER : FLS1600 \*  
 \* ORIGINAL DATE : 05/04/98 DATE : 05/04/98 \*  
 \* BANNER : \$\$\$REPSTA TIME : 21:09:28 \*  
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*Handwritten notes:*  
 15  
 5/26/98  
 5/5  
 026300  
 Audit

568 25815